

WNYRIC STANDARDS**Add/Change Request Form**

Submitted By:

Name Chris SmithSchool District Bath CSDDate 11-10-16Telephone Number 607-776-3301E-Mail ID csmith@bathcsd.orgHardware or Software Recommended Juniper networking equipment

Standards Category:

New:

Existing: Communications Equipme

Action Requested:

Add:

Modify: Routers/Switches

Remove:

Product Name:

Juniper

Product Manufacturer:

Juniper

Product Description:

Juniper switches

(Attach Product Technical Sheets)

Juniper networking equipment.SRX, EX, MX, and QFX.

Additional Comments:

EVALUATION CRITERIA

A. Product Reliability

1. Vendor / Product track record

The WNYRIC Data Center and core network runs all Juniper equipment.

Much of AT&T's and Verizon's network runs on Juniper.

2. Vendor support required

Yes, Juniper provides maintenance.

Limited Lifetime on most switch models.

Extended maintenance is available for purchase.

3. Ease of use

J-Web is very similar to Avaya web utility.

The CLI is very well documented in training materials online and books.

ZTP allows a switch to be setup by just plugging it in.

ZTP gives switch a config and new software automatically.

4. Support required by RIC / school district

Schools can support it themselves.

The RIC can also easily support it for/with districts.

5. Potential to become "White Elephant"

Juniper is cheaper than Cisco. It has a proven track record.

It is high quality equipment. The company has been around a long time.

I see it as a great 3rd alternative for WNYRIC districts.

6. Training requirements

CBT Nuggets are available. Juniper has a series of books.

There are trainings in the area. Many forums, sites, and videos available.

There is a long line of Juniper certifications.

B. Product-Price / Acquisition

1. Cost effectiveness

It is cheaper than Cisco, but more expensive than Avaya.

It seems to be a good 3rd option for WNYRIC districts.

2. Acquire via NYS Contract or local bid

Yes, it is on NYS Contract.

3. Cost of operation and support

District can support themselves and/or with WNYRIC help.

Juniper resellers provide support, in addition. JTAC.

4. Do any legal or contractual issues exist

No.

C. Product-Relationship to Other Standards

1. Compatibility to existing Standards

Juniper supports all major standards based protocols.

It interoperates well with Avaya and Cisco.

2. What other options are available

Avaya and Cisco are both on Standards and interoperates with them well.

3. Relationship to previous research and changes since that time

Juniper has emerged as a good campus switch maker.

D.

BOCES-Service Needs

1. Define and explain the current need

An alternative to Avaya and Cisco.

Juniper seems to be a great mix of quality and cost.

Currently, any district who can't afford Cisco HAS to be Avaya.

2. What existing CoSer and RIC Service does it fall under

Technology Services - WAN

3. What is the scope and size of the school population to be served

Bath CSD... 1600 students.

300 staff.

4. Instructional and/or administrative goal supported

Administrative goal of alternatives to Cisco with lower costs plus quality.

Instructional goal of more 1:1 devices with saved money.

5. Results of survey determining school district interest in using this product

The district administration is behind this effort to support Juniper.

Signature of person making request Chris Smith